



Mexico City, Mexico, October 25, 2018 – Grupo Herdez, S.A.B. DE C.V. (“Grupo Herdez” or the “Company”) (MSE: HERDEZ) today announced results for the third quarter ending September 30, 2018.

"Our portfolio maintained a solid market share in the third quarter despite lower than expected consumer trends. Our commercial execution combined with our financial strength have allowed us to capitalize on opportunities that will continue to generate value for the business," said Héctor Hernández-Pons Torres, Chairman and Chief Executive Officer of Grupo Herdez.



HIGHLIGHTS FOR THE QUARTER

- Consolidated net sales increased by 8.1 percent to MXN 5,204 million driven mainly by volume growth in Preserves and Helados Nestlé.
- Consolidated EBIT and EBITDA margins were 12.9 and 15.4 percent, respectively.
- Majority net income totaled MXN 241 million, 40.3 percent higher than the same quarter in 2017 due to MegaMex, with a margin growth of 1.0 percentage point to 4.6 percent.

The information contained in this document is prepared in accordance with International Financial Reporting Standards (IFRS) and expressed in Mexican pesos unless otherwise stated.

Grupo Herdez consolidates 100 percent of its Frozen division, Herdez Del Fuerte -Mexico, Barilla Mexico and McCormick de Mexico in its financial statements. The proportional stake of Herdez Del Fuerte in MegaMex is registered in Equity Investment in Associates.

	3Q18	%	3Q17	%	% change
Net sales	5,204	100.0	4,816	100.0	8.1
Gross Profit	2,007	38.6	1,905	39.6	5.4
EBIT	672	12.9	618	12.8	8.7
Consolidated Net Income	511	9.8	379	7.9	34.8
EBITDA	802	15.4	757	15.7	5.9

Figures in million MXN

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ABOUT GRUPO HERDEZ

Grupo Herdez is the leading producer of shelf-stable foods and one of the main players in the ice cream category in Mexico, as well as one of the leaders in the Mexican food category in the United States. The Company participates in a wide range of categories including burritos, canned vegetables, frozen yogurt, guacamole, homestyle salsas, honey, ice cream, ketchup, marmalade, mayonnaise, mole, mustard, organic foods, pasta, spices, tea, tomato puree, and tuna fish, among others. These products are commercialized through an exceptional portfolio of brands, which include Aires de Campo, Barilla, Búfalo, Chi-Chi's, Del Fuerte, Don Miguel, Doña María, Embasa, Helados Nestlé, Herdez, La Victoria, McCormick, Nutrisa, Wholly Guacamole and Yemina. Additionally, the Company has distribution agreements in Mexico for Frank's, French's, Kikkoman, Ocean Spray and Reynolds. Grupo Herdez has 15 manufacturing facilities, 23 distribution centers, 7 tuna vessels, 479 Nutrisa stores and a workforce of more than 9,300 associates. The Company was founded in 1914 and has been listed on the Mexican Stock Exchange since 1991. For more information, visit <http://www.grupoherdez.com.mx>

FORWARD-LOOKING STATEMENT

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